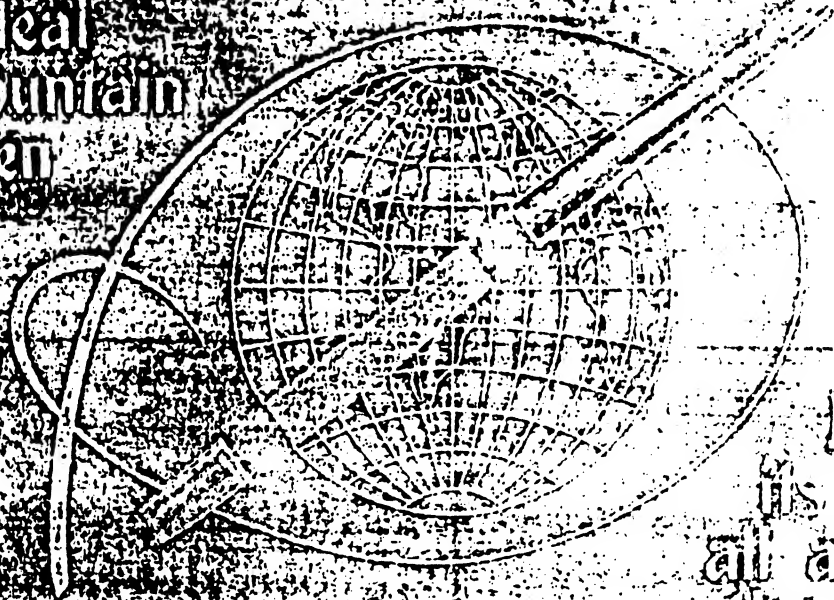


Donated to the SCPCG by  
Mr. Michael Fultz

Waterman's  
Ideal  
Fountain  
Pen



Make  
its mark  
all around  
the world

## Waterman's Ideal Fountain Pen.

L. & C. HARDTMUTH

SOLE EUROPEAN REPRESENTATIVES

KOII-I-NOOR HOUSE, No. 12 GOLDEN LANE

LONDON, E. C.

I am still using your *Incomparable* fountain pen. Since I bought my first one in July, 1896, it has been my constant and faithful companion.

*Chauncey M. DePew.*

*Incomparable:*

"Admitting of no comparison with others, unapproachably eminent, without a peer or equal, matchless, peerless, transcendent."

—Webster's Dictionary.



**Waterman's  
Ideal . . . .  
Fountain . .  
Pen . . . . .**

It consists of:  
A Gold pen,  
the best that can  
be made,

A hard rubber  
holder of the  
finest style and finish, containing an ink  
reservoir; and

A feed that conducts the ink from the  
reservoir to the pen point with absolute  
uniformity and certainty.

The holders are pure Para rubber, vul-  
canized to be as hard and black, and to  
take as high a polish as can be given  
without injuring their strength.

They are made in sizes to fit the five reg-  
ular sizes of Gold pens, Nos. 2, 3, 4, 5 and

6. They are numbered according to their  
size, style and finish.

The unit figure in all the numbers corres-  
ponds with the size of the regular Gold pen  
that fits that particular number.

The prices given in this catalogue are  
for complete holders and Gold pens fitted

**The Regular Straight Holders,**

Nos. 2 to 6, are made of black and of mottled red and  
black rubber, and have straight caps and barrels.  
They are finished in

**Black Rubber,**

Plain and round, see Fig. 4-1.

Chased barrel and plain cap, see Fig. 4-2. Other  
patterns of chasing shown in Figs. 4-3 and 4-4.

Hexagon barrels and caps, see Fig. 4-3.

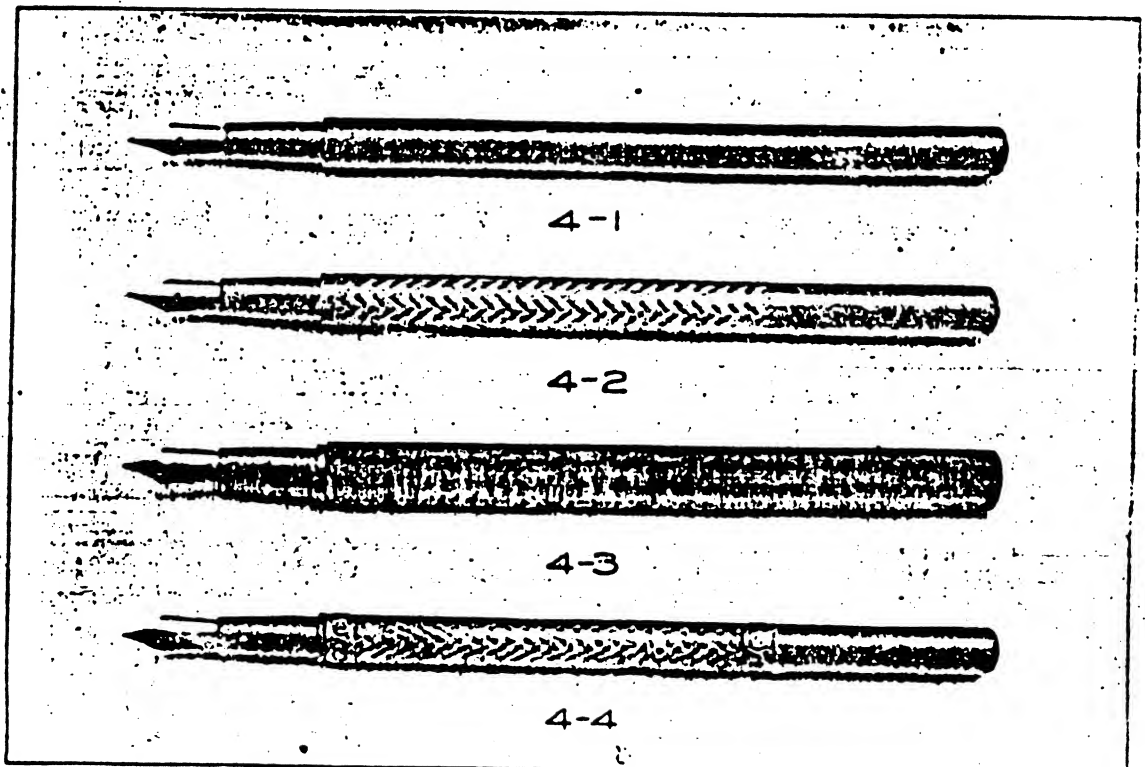
Gold bands (narrow on No. 2, Fig. 4-1, medium on No.  
3, wide on Nos. 4, 5 and 6), plain or engraved, on  
chased barrels, and plain caps, see Figs. 4-3, 4-4  
and 4-5.

**Mottled Rubber,**

Plain and round, like holder in Fig. 4-1.

**Prices.**

Illustration No. 1	2		3		4, 5, 6		
Number	Plain Black	Chased Barrel	Hexagon Black	Gold Mottled	Plain Mottled	Number	
2	10/-	10/6	12/6	15/-	10/6	2	
3	15/-	15/-	17/6	20/-	15/-	3	
4	17/6	17/6	20/-	25/6	17/6	4	
5	21/-	21/-	25/-	31/-	21/-	5	
6	25/-	25/-	30/-	30/-	25/-	6	



a. box to hold them.

The engravings are two-thirds of the actual length and size of the fountain pens that take the No. 4 Gold pens.\* The same patterns are made in the other sizes when their prices are included in the price lists.

The Gold pens shown in the illustrations of the holders are the medium nibs in the No. 4 size. On pages 16 and 17 is a full description of all the different styles of nibs (with illustrations), the grades of points, flexibility and other characteristics of the Gold pens.

The Waterman feed for fountain pens is the only scientific feed made which secures a certain flow of ink that is regulated automatically by the act of writing, and its use for the last thirteen years has revolutionized writing instruments until fountain pens are being used not simply as pocket conveniences, but as the best writing instruments for all.

the feed, that operate the same way as the split in the dip pens, which principle of feeding has not been improved since its original use more than 5,000 years ago, and until there is an improvement in the split of the pen there can be no improvement upon the split as a feed.

When the Waterman feed was invented we began to sell it in connection with the straight holders which were the standards at that time.

#### The New Style,

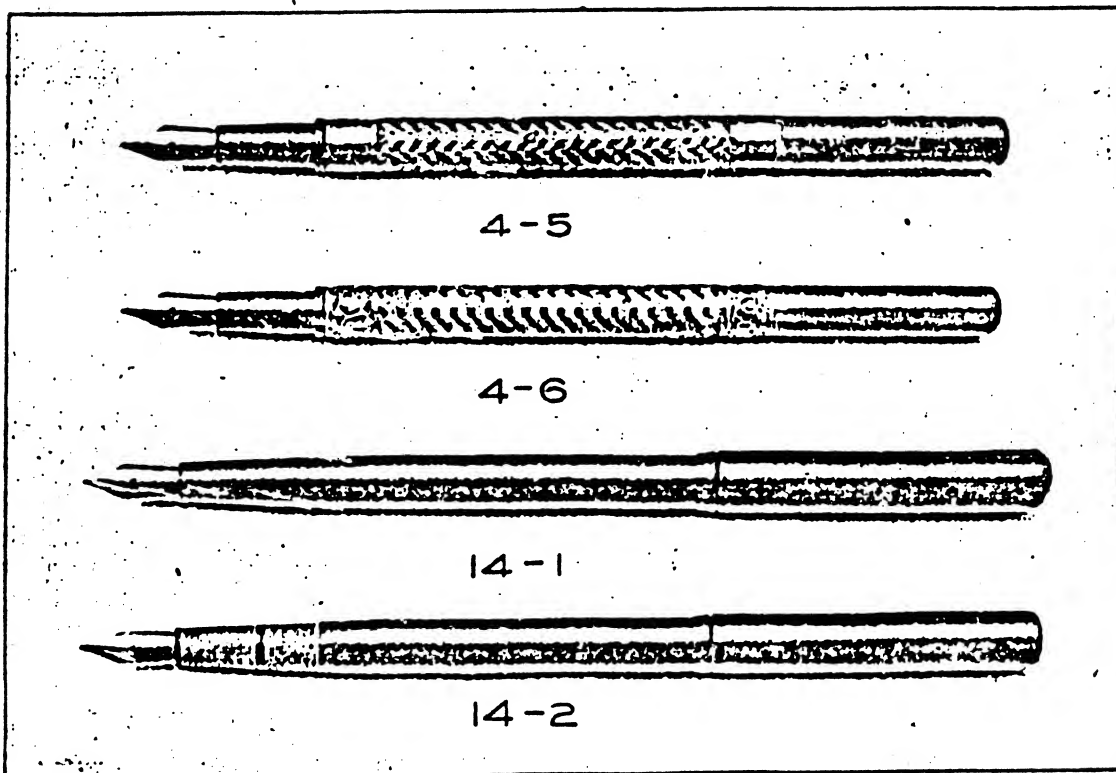
Nos. 12 to 16 are made of black and of mottled red and black rubber, without shoulders or knurls, and thus they are smooth and pleasant for the fingers to hold, see Fig. 14-1. They are finished in

Black or Mottled Rubber.

Plain, round and smooth, see Fig. 11-1, and With threaded necks, see Fig. 11-2.

Illustration No.	BLACK		MOTTLED		Number
	1	2	1	2	
12	Plain	Threaded	Plain	Threaded	12
13	10/8	10/8	10/8	10/8	13
14	15/-	15/-	15/-	15/-	14
15	17/6	17/6	17/6	17/6	15
16	21/-	21/-	21/-	21/-	16

\*Except Nos. 22 and 102 (pages 12 and 13), and Nos. 12 and 21, Silver Filigree (page 16), which take the No. 3 Gold pens.



We now make four other styles of holders, that originated with us, the *desk*, the *taper*, the *twist*, and the *New Style* which are made without shoulders.

The Desk Holders, illustrated page 9, Fig. 44-1, are the most perfect writing instruments ever made for office or library use. They combine:

1. Perfection of form, being long, taper, and as slim as is possible for the size of the pen they carry, with a smooth surface from the pen to the tip, without knurls or ridges in the way of the fingers;

2. Perfect action of the pen, which is secured by adjusting it in the holder so as to bring its point nearly in a line with the center of the holder, in which position the least muscular effort is required in holding and guiding the pen, and the greatest amount of work can be done with the least fatigue; and

3. A continuous and uniform flow of ink, giving an even color, and permitting

### The Taper Holders (Pocket),

Nos. 22 to 26, have straight, round barrels and taper caps.

They are made of

**Black Rubber,**

Plain, see Fig. 24-1.

With chased barrels, see Fig. 24-2. Other patterns of chasing shown in Figs. 4-1 and 24-4.

With Gold bands on chased barrels, see Figs. 24-3 and 24-4. Other styles of bands are shown in Fig. 4-4. No. 22 has narrow, Fig. 4-1, No. 23 medium, and Nos. 24, 25 and 26 wide bands, plain or engraved.

**Mottled Rubber,**

Plain and round, as in Fig. 24-1.

#### Prices.

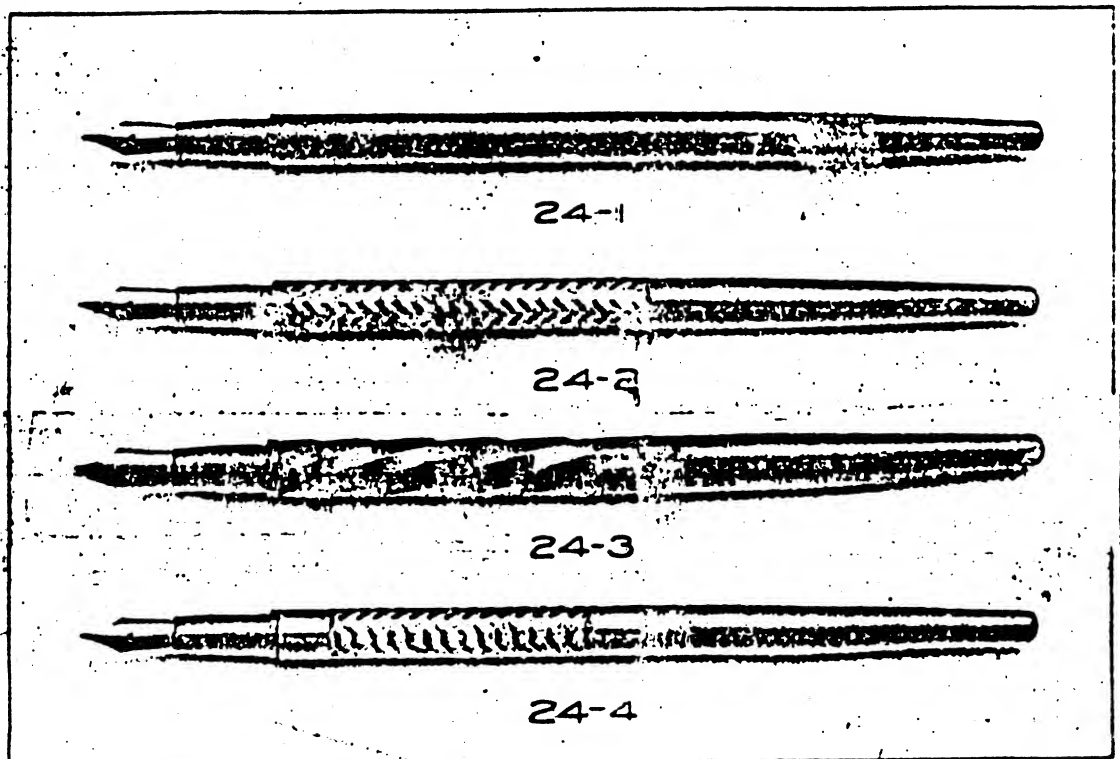
Illustration No.	1	2	3	4	5
Number	Plain Rubber	Chased Barrel	Gold Mounted	Mottled	Number
22	10/8	10/8	15/-	10/8	22
23	15/-	15/-	20/-	15/-	23
24	17/8	17/8	22/8	17/8	24
25	21/-	21/-	26/-	21/-	25
26	23/-	23/-	30/-	23/-	26

### The Vest Pocket Holders (Short),

Nos. 32 to 36, are like the Nos. 2 to 6, except that they are shorter and hold less ink.

#### Prices.

Number	Plain Black Rubber	Chased Barrel	Gold Mounted	Number
32	10/8	10/8	15/-	32
33	15/-	15/-	20/-	33
34	17/8	17/8	22/8	34
35	21/-	21/-	26/-	35
36	23/-	23/-	30/-	36



the fastest writing, as no time is lost in dipping, shaking or fussing with the pen, and it is no more impediment to the thought or inspiration of the writer than his breathing.

The Taper Holders, illustrated, page 7, Fig. 24-1 to 4 are a combination of the straight and taper for pocket and for desk use. They are the most graceful form of fountain pen holder ever made for the pocket. We neglected to patent it and it has been complimented by being copied, more or less imperfectly, by most of the fountain pen makers.

Perfect action of the pen, which is secured by adjusting it in the holder so as to bring its point nearly in a line with the center of the holder, in which position it requires no effort: beautifully cut in hexagon, octagon and cable patterns.

The New Style Holders embody new principles, which are an improvement upon all other styles of fountain pen holders ever made. They are the result of five years of constant study and experiment:—

1st. To make a holder that would be smooth, regular and easy for the fingers, capable of being used constantly every day without callousing the fingers or tiring them

### The Desk Holders (Taper),

Nos. 43 to 46, are made of black and of mottled rubber, with round barrels, tapering from near the pen to the top, see Fig. 44-1.

They have the new style cap with the taper joint, the same as Nos. 12 to 14, to cover the points when not in use, see Fig. 14-1.

Illustration No.		Prices.			
Number	Black Holder	Threaded Neck	Mottled Holder	Number	
43	15/-	15/-	15/-	43	
44	17/6	17/6	17/6	44	
45	21/-	21/-	21/-	45	
46	25/-	25/-	25/-	46	

### The Vest Pocket Holders (Short),

Nos. 124 to 126, are like the Nos. 2 to 4, except have taper caps, and spiral cut fancy barrels of different patterns.

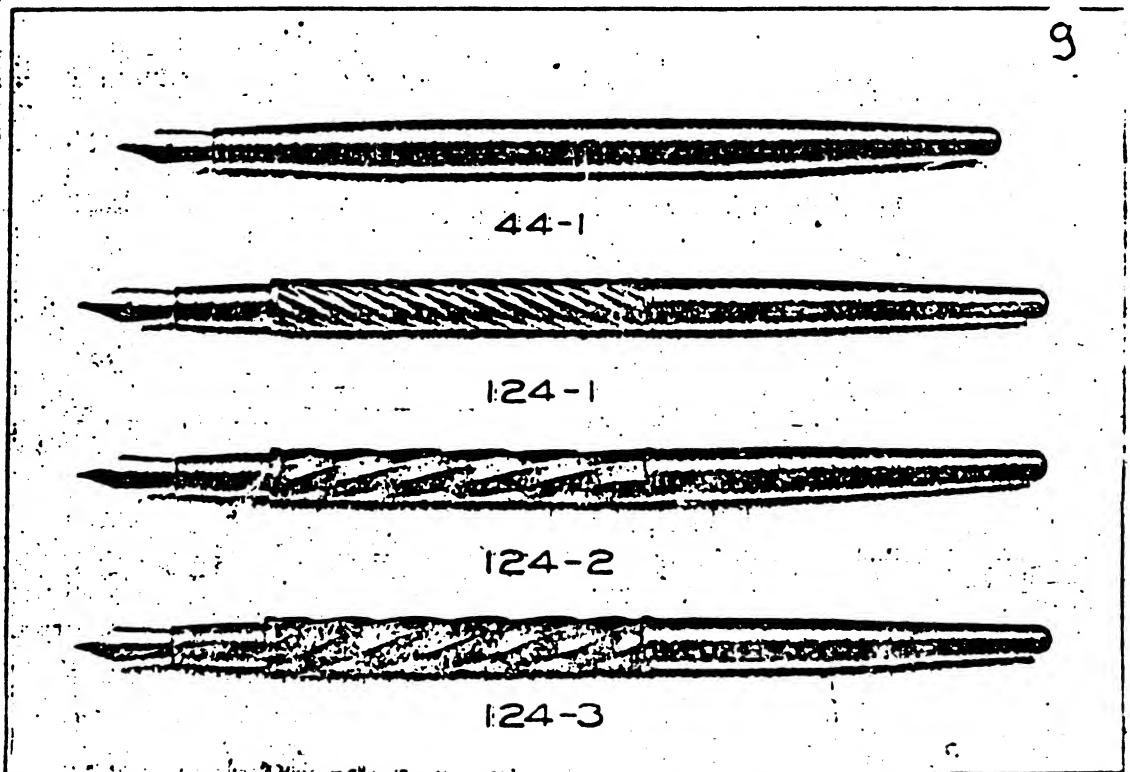
For the Cable, see Fig. 124-1.

For the Octagon, see Fig. 124-2.

For the Hexagon, see Fig. 124-3.

Illustration No.		Prices.		
Number	Cable	Octagon	Hexagon	Number
124	22/6	22/6	22/6	124
125	20/-	20/-	20/-	125

The twist holders illustrated page 9 are 124 1 - 2 - 3 the same as the tapers, except that the barrel or reservoir part instead of being uniformly round is beautiful cut in hexagon, octagon and cable patterns.



or the hand, and in this way preventing the exhaustion of the muscles which so often culminates in writers' paralysis. This feature of this holder, in connection with the easy writing quality of the Gold pens, permits them to be held without the strain of the tight grip and the hard pressure necessary with many others;

2d. To make a cap that could be duplicated by mail in any part of the world without requiring the rest of the holder to be sent to the manufacturer in order that the new cap could be properly fitted to it. These caps, fitting on the barrel above instead of below the ink joint, do not, in removal, tend to loosen or tighten the ink joint; they protect it from breaking; and they always fit either end of the holder equally well in spite of unequal wear; and the caps of each size will fit any holder of that size. Any dealer who has them can supply one from his stock immediately and order another to replace it by the number.

3d. To combine an easy writing Gold pen, a smooth and comfortable holder, and a self-adjusting cap with the perfect automatic feed of the Waterman pen, in a pocket

#### The Gold and Silver Mounted Holders.

No. 224, have taper rubber caps and solid Sterling Silver barrels lined with rubber, and are warranted to be ink-tight.

They are finished in plain, and in several other patterns besides those on opposite page.

No. 222, page 12, same as described above, except they have No. 2 size Gold pens, see illustrations page 17.

No. 324, have taper rubber caps and solid 14-karat Gold barrels lined with rubber, and are warranted to be ink-tight.

They are finished in the same patterns as the solid Silver mounted holders referred to above, and are made to order when not in stock.

Pattern	Prices.	Silver Sterling, No. 222	Silver Sterling, 14-Karat, No. 324	Gold, No. 224
Round, plain.				62/-
Round, chased, Fig. 224-1				104/-
Round, chased, Fig. 222-1		26/-	34/-	
Octagon, plain, (pattern Fig. 404-3)			32/-	102/-
Octagon, chased (pattern Fig. 404-4)			37/6	120/-
Cable, plain (pattern Fig. 224-5)		27/6	32/-	102/-
Cable, chased (pattern Fig. 224-6)		30/-	37/6	120/-
Barleycorn, Fig. 222-2			34/-	94/-
Barleycorn, Fig. 224-2		17/6		
Fluted, chased and barleycorn, Fig. 222-4		26/-		
Fluted, barleycorn, Fig. 222-3		27/6		

(No nameplate or surface for engraving the name).

The round, chased pattern is made of Sterling Silver, in sizes No. 222, price, 37/6; and No. 324, price, 42/-

L'original a été découpé. Manquent modèles 224 - 1 et 222 - 1. Ce qui reste de la page 12, qui était constituée par une planche de n° 222, figure maintenant à la suite des n° 224.



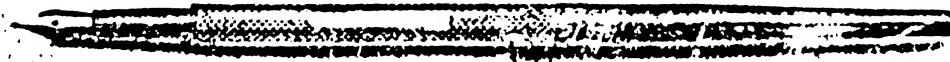
224-2



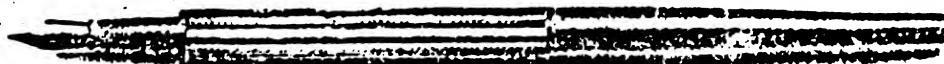
224-3



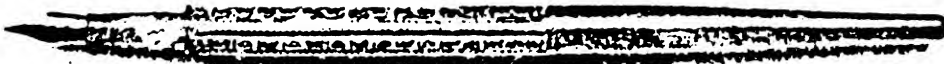
224-4



222-2



222-3



222-4



holder that would be clean in the pocket as well as in use.

Our success in thus combining all the best features of our other styles enables us to furnish in this New Style an *incomparable* fountain pen, that is the best writing instrument in the world, and that will become the favorite pen of all who use it.

The world over the Waterman is the best known, and known to be the best pen

In all the exhibitions where it has been, it has received the highest awards given.

The medals awarded, see illustrations, page 18, are,

By the Mechanics Institute, New York, 1843, The Medal of Excellence, (Bronze), 1844, The Medal of Superiority, (Bronze), 1855, The Special Medal, (Silver\*),

At the Exposition Universelle, Paris, 1889, The Bronze Medal (the highest awarded to fountain pens),

At the California Midwinter International Exposition, San Francisco, 1894, The Gold Medal (the highest award),

At the Cotton States and International

The Special Medal (of Silver) shall be awarded only for an article of great importance and extraordinary merit."—*Rules of American Institute.*

Exposition, Atlanta, Ga., 1895, at the Tennessee Centennial Exposition, Nashville, Tenn., 1897, and at the Trans-Mississippi and International Exposition, Omaha, the Gold Medal (the highest awarded to any article), and the only Gold Medal awarded to a fountain pen, and

### The Solid Gold and Silver Holders

No. 404, are the regular straight patterns, with solid Sterling Silver barrels and caps lined with rubber, and are warranted to be ink-tight.

They are finished plain and in several other patterns besides those illustrated on pages 13 and 15.

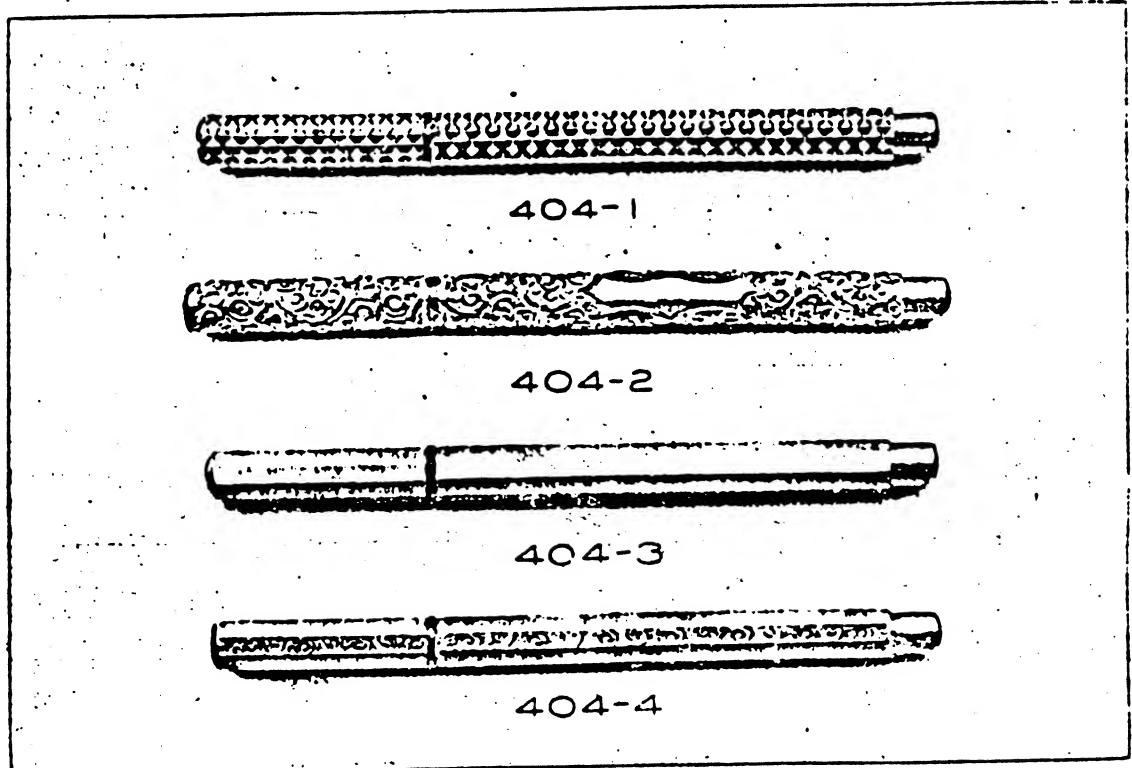
No. 402, page 13, same as described above, except they have No. 2 size Gold pens, see illustrations page 17.

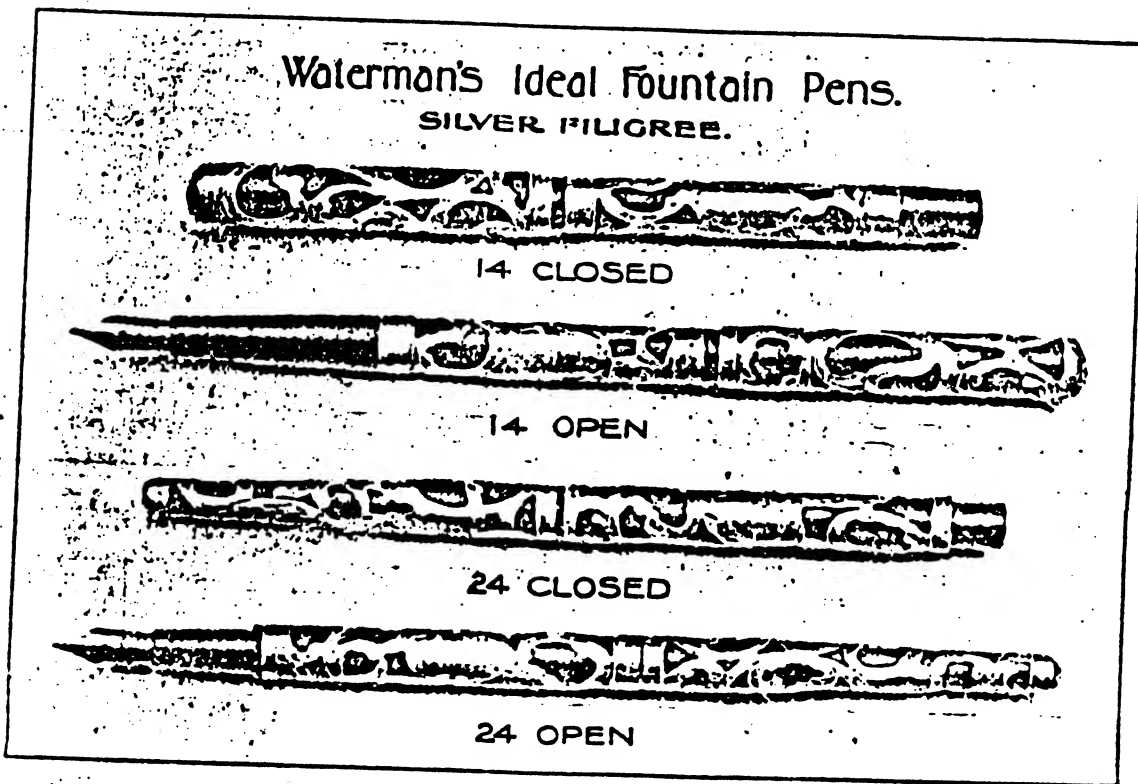
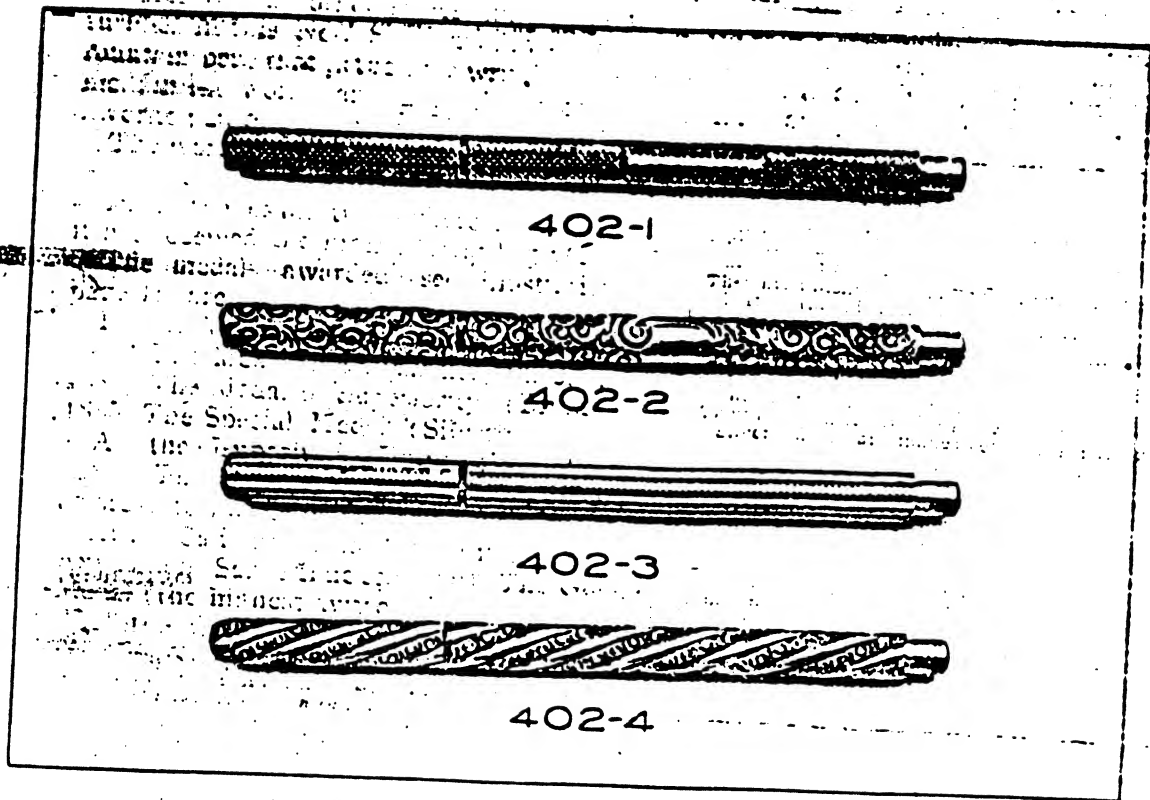
No. 304, are the regular straight pattern, with solid 14-karat Gold barrels and caps lined with rubber, and are warranted to be ink-tight.

They are finished in the same patterns as the solid silver holders, and made to order when not in stock.

Pattern	Price.	Silver,	Silver,	Gold,
		Sterling, No. 402	Sterling, No. 404	14-Karat No. 304
Round, plain		\$7/6	\$5/-	\$65/-
Round, chased, Fig. 404-1			\$2/-	\$11/-
Round, chased, Fig. 404-2		\$2/-		\$126/-
Octagon, plain, Fig. 404-3			\$2/-	\$117/-
Octagon, chased, Fig. 404-4			\$1/6	\$126/-
Marleycorn, Fig. 404-1		\$2/6		
Plated, Marleycorn, Fig. 404-2		\$7/6		
Plated, Marleycorn and chased Fig. 404-4		\$2/-		
Circle, chased, Fig. 404-3		\$2/-		
Round, plain, Milled Gold, Fig. 304		\$2/-		\$2/-

\*No nameplate or plain surface for engraving.  
Prices of other patterns according to weight and pattern.





No. 12, 22/-  
 No. 14, 30/-  
 No. 13, 30/-  
 No. 10, 40/-

No. 21, 27/-  
 No. 21, 30/-  
 No. 23, 34/-  
 No. 24, 40/-

SUPPLEMENTAL STYLES



At the World's Columbian Exposition, Chicago, 1893, the Bronze Medal (the highest awarded) and a diploma for superiority, reading:

Award for specific points of excellence, which was as follows:

1. Positive excellence of materials used throughout;
2. Excellent workmanship;
3. Superior excellence of action of feed;
4. Writes the moment the pen touches the paper;
5. Doesn't overflow or skip;
6. Simple in construction;
7. Very cleanly.

A diploma of honorable mention has, by act of the Congress of the United States of America, been conferred upon L. E. Waterman, in recognition of his skill and ingenuity as the designer and inventor of the

"Superior": "Surpassing others in quantity, quality, or price; especially, more excellent; preferable; finer; and so on."—*Standard Dictionary*.  
The word "superior" is not in the Diploma of any other fountain pen, nor is any other awarded so many (seven) points of excellence.

Waterman Ideal Fountain Pen, exhibited at the World's Columbian Exposition at Chicago in 1893.

L. E. Waterman Co., 155-157 Broadway,  
New York, U. S. A.

### Our Gold Pens

Are solid Gold, as fine Gold as the best, so fine that they are not corrodible by ink or otherwise, and as fine as they can be made and have sufficient alloy to make them strong, elastic and durable. The points are diamond-pointed with the best iridium, and ground by the most skilled workmen to have a great variety of points, some smooth, like ordinary Gold pens, and some to "feel" the paper like steel pens, so that all can be suited with their favorite points. They are made in five sizes, Nos. 2, 3, 4, 5 and 6. The assortment includes long, medium and short nibs, and fine, medium, coarse and stub points, with varying degrees of flexibility to suit any hand.

Besides the regular nibs, and points illustrated and described above and opposite, in the No. 4 size we make and keep in stock a greater variety, which can be furnished on application. They include:

Needle-pointed and school pens, with very fine points and special pens for manifolding;

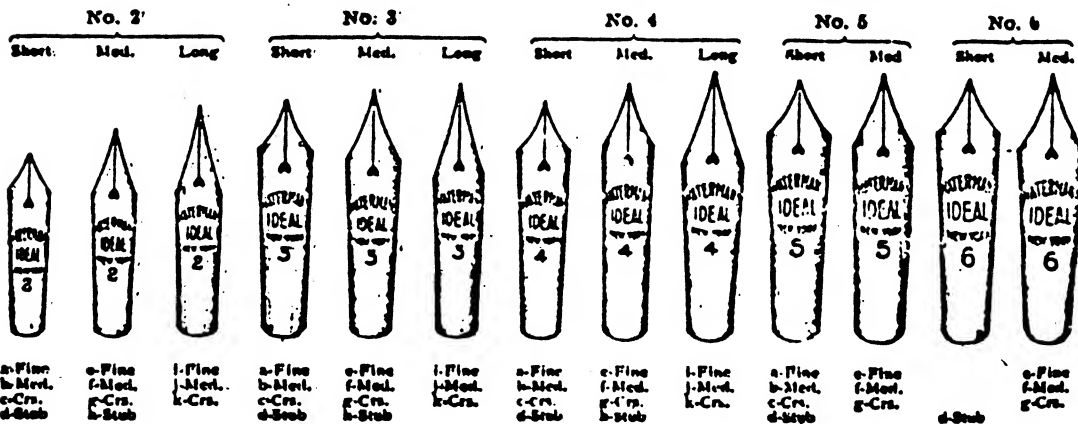
The 205 pen, with an extra fine point;  
For English pens, with round, coarse points; and pens with turned-up or ball points of different degrees of fineness; and we make to order a duplicate of any steel pen point wanted, when we cannot furnish it from our stock.

They are the best that can be made in all respects—the purity of the Gold, the unexcelled workmanship, the variety of points and the grades of flexibility—and we are thus enabled to suit any one with his favorite pen, warrant it unconditionally and guarantee that it shall be satisfactory or refund his money.

18

## Index to Gold Pens.

List of Nibs and Points used in Waterman Ideal Fountain Pens.



Abbreviations: Med., medium; Co., coarse.  
a, b, c, etc. These letters affixed to number denote nib and point of gold pens.

In ordering,

Specify holder by numbers in price list;  
Specify nib and point by letters, a, b, c, etc.;  
Specify flexibility as, very soft; soft, medium, hard or very hard. When not specified we send pens of medium flexibility. In small orders, and vary the assortment more and more as the number of pens increase.

Manif.—Manifolding points.

Example 1.

"1 No. 12 a, hard" means  
"1 No. 12 holder, having a short nibbed fine pen, of hard flexibility."

Example 2.

"6 No. 14—1 a, 2 g, 2 j, 1 d" means  
"6 No. 14 { 1 with short nibbed fine pointed pen;  
2 with medium nibbed coarse pointed pens;  
2 with long nibbed medium pointed pens;  
1 with short nibbed stub pointed pen."  
Ball pts.—Turned up or ball points.

I have been using a Waterman Ideal Fountain Pen for several months and take pleasure in saying that I find it an invaluable pocket companion.

Wm. M. Kinley.



Admiral Dewey.

Waterman's Ideal Fountain Pen is always on deck and never misses fire.



Major General Nelson A. Miles.



Beneath the rule of men entirely great, the pen is mightier than the sword.

